

Message Text

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ORIGIN EUR-25

INFO OCT-01 ADP-00 EB-11 COME-00 SS-14 STR-08 CIAE-00

INR-09 NSAE-00 RSC-01 PA-03 PRS-01 USIA-12 OMB-01

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DRAFTED BY EUR/EE: EHURWITZ: MW

3-12-73 EXT 23191

APPROVED BY EUR - MR. ARMITAGE

EUR/EE - MR. SEGALL (DRAFT)

EUR/EE - MR. BAKER

EB/IT/EWT - MR. WRIGHT (DRAFT)

EB/OT - MR. LORIMER (DRAFT)

COMMERCE - MR. SEVERANCE (DRAFT)

S/S - MR. MILLER

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R 140104 Z MAR 73

FM SECSTATE WASHDC

TO AMEMBASSY SOFIA

C O N F I D E N T I A L STATE 046637

E. O. 11652: GDS

TAGS: PFOR BU, US

SUBJECT: BULGARIAN PLANS FOR TRADE DELEGATION TO US

REF: (A) STATE 4419

(B) SOFIA'S 242

1. BULGARIAN AMBASSADOR ZDRAVCHEV CALLED ON EUR/EE DIRECTOR BAKER ON MARCH 8 TO INFORM HIM OF GOB PLANS TO SEND A DELEGATION LED BY DEPUTY MINISTER OF FOREIGN TRADE LUKANOV TO US IN LATE MARCH OR EARLY APRIL.

2. ZDRAVCHEV SAID PLAN WAS FOR LUKANOV TO LEAD GROUP CONSISTING OF REPRESENTATIVES OF MINISTRIES OF FOREIGN AFFAIRS AND FOREIGN TRADE AND COMMERCIAL BODIES. MAIN PURPOSE OF VISIT WOULD BE TO DISCUSS A TRADE AND CREDITS AGREEMENT, A DRAFT OF WHICH THE GOB HAD ALREADY PREPARED
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AND WOULD BE FORWARDING TO THE BULGARIAN EMBASSY LATER IN MARCH. DELEGATION WOULD ALSO HOPE TO MEET WITH AMERICAN BUSINESSMEN IN NEW YORK AND ELSEWHERE FOR TRADE PROMOTION PURPOSES.

3. BAKER POINTED OUT THAT A BROAD RANGE OF QUESTIONS WERE NOW UNDER STUDY WITHIN THE USG CONCERNING TRADE POLICY AND RELATIONS. AS A RESULT, WE WERE NOT PREPARED AT THE PRESENT TIME EITHER TO NEGOTIATE A TRADE AGREEMENT WITH

BULGARIA OR TO DISCUSS IN DETAIL WHAT THE ELEMENTS OF SUCH AN AGREEMENT WOULD BE. WE WOULD BE WILLING TO PREPARE A PROGRAM FOR A VISIT BY A BULGARIAN DELEGATION WHICH WOULD INVOLVE CONTACTS WITH US BANKS AND FIRMS FOR TRADE PROMOTION PURPOSES. AT THE SAME TIME, SUCH A DELEGATION COULD MEET WITH APPROPRIATE USG OFFICIALS FOR AN EXCHANGE OF VIEWS. HE REITERATED, HOWEVER, THAT WE WOULD NOT BE PREPARED TO ENTER INTO ANY CONCRETE DISCUSSIONS ON A TRADE AGREEMENT. BAKER URGED ZDRAVCHEV TO MAKE THIS CLEAR TO HIS GOVERNMENT SO THAT A DELEGATION WOULD NOT COME HERE WITH UNDUE EXPECTATIONS.

4. IN REPLY, ZDRAVCHEV SAID HE WOULD REPORT BAKER'S REMARKS TO THE MFA AND WOULD HAVE FURTHER INSTRUCTIONS IN A FEW DAYS. HE SAID THAT HE PERSONALLY FELT A VISIT BY A DELEGATION LED BY LUKANOV WOULD BE USEFUL EVEN IF IT HAD TO BE LIMITED TO THE ACTIVITIES BAKER HAD DESCRIBED. HE EXPRESSED THE VIEW (AND PRESUMABLY WILL RECOMMEND TO THE GOB) THAT IN LIGHT OF BAKER'S REMARKS, THE DELEGATION SHOULD CONSIST LARGELY OF REPRESENTATIVES OF COMMERCIAL GROUPS. HE ENVISAGED THE GROUP ARRIVING IN EARLY APRIL FOR A STAY OF ABOUT 10 DAYS, THREE OR FOUR OF WHICH WOULD BE IN NEW YORK. WHILE EVIDENTLY ACCEPTING THE TRADE PROMOTION EMPHASIS SUCH A VISIT WOULD HAVE, HE NEVERTHELESS BELIEVED THAT LUKANOV SHOULD BE RECEIVED BY SUCH OFFICIALS AS SECRETARY OF COMMERCE DENT AND ASSISTANT SECRETARY ARMSTRONG FOR MORE GENERAL DISCUSSIONS. BAKER INDICATED THAT THIS SHOULD BE POSSIBLE BUT THAT WE WOULD NEED TO CONSULT WITH COMMERCE ON TIMING AND ON AVAILABILITY OF INDUSTRY
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OR BANKING ORGANIZATIONS BULGARIANS WOULD WISH TO

VISIT. HE URGED ZDRAVCHEV TO SPECIFY WHICH THESE WOULD BE.

5. REFERRING TO OTHER ASPECTS OF BILATERAL RELATIONS, BAKER EXPRESSED SATISFACTION WITH BULGARIAN WILLINGNESS TO MOVE AHEAD WITH NEGOTIATIONS ON A CONSULAR CONVENTION AND HOPED THAT FURTHER PROGRESS WOULD BE RAPID. HE HOPED ALSO THAT IMPROVEMENTS WOULD BE MADE IN THE TREATMENT OF OUR EMBASSY IN SOFIA ALONG THE LINES MENTIONED IN THE EMBASSY'S AIDE MEMOIRE OF FEBRUARY 7. FINALLY, BAKER NOTED THAT THE ATMOSPHERE SURROUNDING OUR RELATIONS WOULD BE IMPROVED BY BULGARIAN WILLINGNESS TO DISCUSS THE QUESTION OF DEFAULTED DOLLAR BONDS WITH THE FOREIGN BONDHOLDERS PROTECTIVE COUNCIL.

6. COMMENT: ALTHOUGH DEPUTY ASSISTANT SECRETARY ARMITAGE TOOK ESSENTIALLY SAME LINE WITH LUKANOV (REF B) THAT WE TOOK WITH ZDRAVCHEV, WE BELIEVE THAT POINTS MADE ABOVE BEAR REPEATING IN SOFIA. IT IS IMPORTANT THAT GOB UNDERSTAND THAT IF VISIT TAKES PLACE, IT WILL BE PRIMARILY FOR TRADE PROMOTION PURPOSES AND WILL NOT BE RELATED TO CONCRETE DISCUSSIONS OR NEGOTIATIONS CONCERNING A TRADE AGREEMENT. WOULD THEREFORE APPRECIATE CHARGE'S CALLING ON LUKANOV, REFERRING TO AMBASSADOR ZDRAVCHEV'S PRESENTATION TO DEPARTMENT, AND PRESENTING DEPARTMENT'S RESPONSE AS OUTLINED ABOVE.

7. FYI WE DO NOT WISH TO BE COMMITTED TO SCHEDULING TRADE AGREEMENT NEGOTIATIONS IN WASHINGTON WITH ANY EAST EUROPEAN COUNTRIES UNTIL THE TRADE BILL, INCLUDING AUTHORITY TO EXTEND MFN, IS WELL ALONG IN THE LEGISLATIVE PROCESS. AT PRESENT, WE DO NOT EXPECT TO BE ABLE TO MAKE THIS JUDGMENT UNTIL THE FALL. FIRST PRIORITY WOULD BE GIVEN TO TRADE AGREEMENT NEGOTIATIONS WITH ROMANIA AND THEREAFTER WITH HUNGARY. END FYI. ROGERS

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